

■ Guide To Career Choices

THE FUTURE IS YOURS

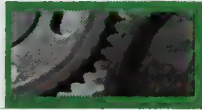
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a brief look at:

- jobs
- education and training requirements
- wages
- outlook



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ENTRY : The mean (average) of the bottom third of wages in an occupation.
 MEDIAN: Half of the workers in the occupation earn more than this wage; half earn less.
 EXPERIENCED : The mean of the top two-thirds of wages in an occupation.

HS > High School diploma or equivalent
 AD > Associate Degree of Arts/Science
 community college, 2 years
 BA/BS > Bachelor of Arts/Science degree
 colleges/universities, 4 years



OUTLOOK HOURLY WAGES

Career Opportunities	2008 EMPLOYMENT	LONG-TERM OUTLOOK	SHORT-TERM FORECAST	ENTRY	MEDIAN	EXPERIENCED	EDUCATION AND TRAINING
Accountants & Auditors	56,713	VF	F	\$12.15	\$17.89	\$23.88	BA/BS or master's degree in accounting or a related field. Another option is a master's degree in business administration with a concentration in accounting.
Brokerage Clerks	7,653	F	UF	\$8.38	\$13.07	\$16.40	HS; experience using word processing or spreadsheet software is usually needed.
Budget Analysts	2,973	F	UF	\$14.80	\$20.95	\$26.24	BA/BS in accounting, economics, finance or other related fields.
Computer Support Specialists	34,289	VF	VF	\$13.01	\$18.50	\$24.75	Formal two or four years of vocational training and a period of on-the-job training is usually required.
Data Entry Keyers, Except Composing	25,727	VF	VUF	\$7.10	\$9.62	\$11.07	HS; good keyboarding speed, word processing or data entry experience. Post HS training is sometimes necessary.
Economists, Including Market Research Analysts	5,203	VF	F	\$13.57	\$23.74	\$31.88	BA/BS is sufficient for entry-level positions. Master's and doctoral degrees are required for advancements within the field.
Statistical Financial Analysts	3,586	VF	F	\$15.50	\$24.13	\$31.98	Options include a BA/BS in either finance or accounting or a master's degree in business administration with accounting emphasis.
Financial Managers	37,258	VF	F	\$15.17	\$28.13	\$36.36	Master's degrees are now usually required. BA/BS in accounting, finance, or business are the minimum academic requirement. Many positions may also require five to ten years of experience.
Business Services Sales Agents	22,797	VF	VF	\$10.20	\$18.21	\$27.53	HS; proven sales experience and knowledge of the services provided by the firm.
Securities & Financial Service Sales Agents	19,792	VF	VF	\$8.31	\$16.83	\$30.51	Background in business administration, economics, finance and/or BA/BS in field. Experience in sales and communication skills are important.
Electronic Data Processing Systems Analysts	63,284	VF	VF	\$16.87	\$24.52	\$29.33	BA/BS in computer science, computer information systems or data processing.

- Occupational growth rates and job opening data are based on All-Industry projections through the year 2008.
- Long-Term Outlook and Short-Term Forecast descriptors are derived from projected employment growth and the level of employment for the occupation as a percentage of total employment.
- Wage data cover full-time, part-time and seasonal employees but exclude temporary and contractual workers. Wages include piece rates, commissions and cost-of-living allowances but exclude overtime and tips.

F Favorable
 VF Very Favorable
 UF Unfavorable
 VUF Very Unfavorable

■ WHAT ARE SOME OF THE JOBS?

BROKERAGE CLERKS...are responsible for a large portion of the work in this sector: keeping records of transactions. They record the sale and purchase of stocks, bonds, commodities and other kinds of investments. Formerly, these were paper records. However, custom-designed computer software is now used by a large and growing number of brokerage clerks. Job titles reflect the kind of work performed and include purchase-and-sale clerks, dividend clerks, transfer clerks, receive-and-deliver clerks and margin clerks. Brokerage clerks account for nearly one out of every five jobs in the industry.

ECONOMISTS...conduct research on economic factors which might affect various companies, industries or commodities. They review and analyze general economic trends and develop forecasts. They also follow other developments, such as technological advances, which might affect the future prospects of a specific industry or the price of a particular commodity.

SECURITIES SALES REPRESENTATIVES...buy and sell many financial products, including stocks, bonds, shares in mutual funds and insurance annuities. Depending on the work performed, they are also called stock brokers, registered representatives or account executives. When an investor wishes to buy or sell securities, a sales representative relays the order to the floor of a securities exchange. There, other securities sales representatives, known as brokers' floor representatives buy and sell securities. If a security is not traded on an exchange, the order is sent to the firm's trading department, where a security trader trades it directly with a dealer in an over-the-counter market, such as the NASDAQ computerized trading system. After the transaction has been completed, the sales representative notifies the customer of the final price. Securities sales representatives represent an estimated one-fifth of total industry employment.



■ WHAT IS THE JOB OUTLOOK?

Employment in this industry is expected to grow much faster than the average for all occupations through the year 2008 as economic growth, rising personal incomes and greater inherited wealth increase the funds available for investment. More individual investors are expected to purchase common stocks, mutual funds and other financial products, enroll in pension plans, set up individual retirement accounts, establish trust funds and contribute to nonprofit institutions.

Investors increasingly rely on the growing number of financial planners to assist them in selecting the proper options among a wide variety of financial alternatives. In addition, demand should increase as banks and credit institutions expand the range of financial services they offer and issue more loans for personal and commercial use.

■ WHERE CAN I FIND ADDITIONAL INFORMATION?

The Occupational Outlook Handbook, 2000-01 Edition, contains many additional sources of information for over 250 occupations in all sectors of the economy. You may order the Handbook by contacting the U.S. Government Bookstore, 401 South State Street, Suite 124, Chicago, Illinois 60605-1297, 312/353-5133 or check out the online version at <http://stats.bls.gov/ocohome.htm>.

For access to other labor market and workforce information on the internet, visit the following sites:

IDES' home page: <http://www.ides.state.il.us>,

LMI Source: <http://lmi.ides.state.il.us>,

Workforce Info Center: <http://www.ILWorkInfo.com> and a site targeted towards high school students:

<http://www.workforceinfo.state.il.us>.



Career Guide Sources:

Illinois Department of Employment Security's "Occupational Projections" and "Occupational Employment Statistics Wage Data" and the U.S. Bureau of Labor Statistics' "Occupational Outlook Handbook"

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